

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**WEDNESDAY, OCTOBER 6, 2004, 9:00 A.M.**  
**AGENDA**

**I. FINANCIAL & ADMINISTRATIVE REPORTS**

1. Financial Reports
  - A. Weekly, Y-T-D Sales Reports
  - B. Budget/Administrative Reports
2. IT Report
3. Human Resource Report

**II. MARKETING & SALES REPORTS**

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
  - 1) Addition to "Hot Brands"
  - 2) Bowmore Scotch Holiday Program
- B. WINES:
  - 1) Special Offers:
    - a. Special Offers for the Thanksgiving Sale (8 items – Horizon Beverage Company)
    - b. Additional Special Offers for November & December 2004  
4 items – Pine State Trading Co./E & J Gallo Winery)
    - c. Special Offers for November 2004 (26 items – United Bevs.)
  - 2) Recommended Wine Specialty Products (12 items)
  - 3) Not Recommended – Wine Allocation (1 item)
  - 4) Recommended Allocated Wines for Distribution to Selected Stores  
(12 items)
  - 5) Primary Source Submissions (12 exclusive agent; 32 imported)

**III. ENFORCEMENT & LICENSING REPORTS**

**IV. CHAIRMAN'S REPORT & LATE ITEMS**

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford

